

Message Text

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PAGE 01 PEKING 02052 070412Z
ACTION EA-12

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FM USLO PEKING
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INFO AMCONSUL HONG KONG
AMEMBASSY TOKYO

C O N F I D E N T I A L PEKING 2052

E.O. 11652: GDS
TAGS: BTIO BRRA CH US

SUBJ: TECHIMPORT SEMINARS IN OPEN PIT MINING

REF: STATE 167571

1. IN ADDITION TO THREE US FIRMS MENTIONED REFTEL ALLIS CHALMERS, DRAVO, AND US STEEL CORPORATION HAVE ALSO MADE TECHNICAL PRESENTATIONS, UNDER TECHIMPORT AUSPICES, ON IRON ORE PROCESSING TECHNOLOGY. THE PRC APPARENTLY INTENDS TO MODERNIZE TWO MINES USING FOREIGN (PROBABLY US) TECHNOLOGY. ONE IS LOCATED IN ANSHAN, LIAONING PROVINCE AND THE OTHER NEAR CHIEN-AN (6692/1344) IN HOPEI PROVINCE. THE US STEEL AND BETHLEHEM DELEGATION ARE CURRENTLY IN PEKING. US STEEL IS DISCUSSING VARIOUS KINDS OF PROPRIETARY STEEL-MAKING TECHNOLOGY IN ADDITION TO IRON ORE. THE DRAVO DELEGATION, STILL IN CHINA, ALSO MADE PRESENTATIONS IN PEKING, AND VISITED MINES.

2. CONCERNING FOREIGN COMPETITION (REFTEL, PARA 5), AN AUSTRALIAN GOVERNMENT-SPONSORED DELEGATION COMPRISED OF THREE MAJOR IRON ORE MINING COMPANIES AND STEEL PRODUCERS IS CURRENTLY VISITING CHINA. THIS DELEGATION ARRIVED
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PAGE 02 PEKING 02052 070412Z

ABOUT TWO WEEKS AGO AND PLANS TO LEAVE JULY 9. THE DELEGATION GAVE SEMINARS IN PEKING FOR ONE WEEK AND HAS VISITED THE CHIEN-AN AND ANSHAN MINES, AN IRON ORE MINE NEAR WUHAN, AND SHANGHAI. WE DO NOT BELIEVE THAT THE AUSTRALIANS WILL NECESSARILY BE COMPETING WITH US FIRMS IN ENGINEERING AND DESIGN, OR IN EQUIPMENT SALES (EXCEPT FOR A FEW SPECIALIZED TYPES). ACCORDING TO THE

AUSTRALIAN EMBASSY HERE, THE DELEGATION'S PRIMARY INTEREST IS SELLING IRON ORE AND -- TO A LESSER EXTENT -- PIG IRON, AND STEEL TECHNOLOGY. THE AUSTRALIANS HAVE MADE THE CHINESE AWARE OF THE ENGINEERING AND DESIGN SERVICES THEY COULD OFFER, BUT ACCORDING TO OUR EMBASSY SOURCES, ANY SERIOUS DISCUSSIONS IN THIS AREA ARE "SEVERAL STEPS AWAY."

3. THE CHINESE HAVE INVITED AT LEAST ONE JAPANESE FIRM (KOBE STEEL), POSSIBLY BUT NOT NECESSARILY TO DISCUSS IRON ORE MINING.
WOODCOCK

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